ASSEMBLY-FULFILLMENT/SPECIAL CASE CODE REQUIREMENT Pg.1 / A /

1. DESCRIPTION: Cambridge Lights
20's Pack Promotion - Coupon

2. SPECIAL CASE CODE: 14BF 85's Reg 14EF 100's Reg 14FF 100's Men

3. PACKING Each case all 85's or 100's Regular or Menthol

FACTORS: One rev. 20's pack with coupon
10 packs/carton
600 packs/case
60 cartons/12M case

4. AREAS INCLUDED - Section 43

AREAS EXCLUDED -

5. INDIVIDUAL UNIT REQUIREMENTS:

QUANTITY/INDIVIDUAL DISTRIBUTION:

_____ - _____ PER X (NO. S/R) ___ = 1,360,800 packs

_____ - _____ PER X (NO. D.M.) ___ =

_____ - _____ PER X (NUMBER) ___ =

_____ - _____ PER X (NUMBER) ___ =

_____ - _____ PER X (NUMBER) ___ =

NUMBER UNITS REQUIRED FOR SHIPMENT = 1,360,800 packs

ADDITIONAL BACKUP =

TOTAL UNITS REQUIRED = 1,360,800 packs

6. PRODUCTION REQUIREMENTS:

	14BF	14EF	14FF
a. INDV. UNITS:	504,000	527,400	329,400
b. CASES:	840	879	549
c. CIGARETTES: (Millions)	10.080	10.548	6.588

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Source: https://www.industrydocuments.ucsf.edu/docs/xyjm0004

7. BILLING REQUIREMENTS:

CHARGE TO: SALES X SAMPLES _____

TOTAL UNITS: 27,216,000 _____

8. SHIPPING SCHEDULE:

UNITS REQUIRED TO BE RECEIVED IN FIELD BY - 4/19/93
5/17/93
6/14/93

ALL AT ONCE __ PHASED DELIVERY X

PRODUCT MUST ARRIVE AT THE WHOLESALERS FOR TAX STAMPING BY THE DATES ASSIGNED HERE.

SECTION 43 WILL PROVIDE US WITH A SHIPPING LIST BY:

3/22/93 for delivery 4/19/93

4/19/93 for delivery 5/17/93

5/17/93 for delivery 6/14/93

9. COMMENTS - SPECIAL INSTRUCTIONS:

CODE BOTH END FLAPS OF THE WHITE PROMOTIONAL CARTONS:

CAMB. LTS 14BF COUPON

CAMB. 100 LTS 14EF COUPON

CAMB. 100 LTS MEN. 14FF COUPON

REQUESTED BY Brand DATE 3/08/93

APPROVED BY D. L. Smith DATE 3/09/93

REVISION #1 DATE _____

REVISION #2 DATE _____

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Source: https://www.industrydocuments.ucsf.edu/docs/xyjm0004

ASSEMBLY-FULFILLMENT/SPECIAL CASE CODE REQUIREMENT Pg.1 / B /

1. DESCRIPTION: Cambridge Full Flavor & U.L. 100's Regular
20's Pack Promotion - Coupon

2. SPECIAL CASE CODE: 08HF 85's Reg. 037X U.L. 100's

3. PACKING Each case all 85's or 100's F/F or U.L.

FACTORS: One rev. 20's pack with coupon
10 packs/carton
600 packs/case
60 cartons/12M case

4. AREAS INCLUDED - Section 43

AREAS EXCLUDED -

5. INDIVIDUAL UNIT REQUIREMENTS:

QUANTITY/INDIVIDUAL DISTRIBUTION:

_____	- _____	PER X (NO. S/R)	____	=	678,600 packs
_____	- _____	PER X (NO. D.M.)	____	=	
_____	- _____	PER X (NUMBER)	____	=	
_____	- _____	PER X (NUMBER)	____	=	
_____	- _____	PER X (NUMBER)	____	=	

NUMBER UNITS REQUIRED FOR SHIPMENT = 678,600 packs

ADDITIONAL BACKUP =

TOTAL UNITS REQUIRED = 678,600 packs

6. PRODUCTION REQUIREMENTS:

	08HF	03JF
a. INDV. UNITS:	315,000	363,600
b. CASES:	525	606
c. CIGARETTES: (Millions)	6.300	7.272

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Source: https://www.industrydocuments.ucsf.edu/docs/xyjm0004

7. BILLING REQUIREMENTS:

CHARGE TO: SALES X SAMPLES _____

TOTAL UNITS: 13,572,000 _____

8. SHIPPING SCHEDULE:

UNITS REQUIRED TO BE RECEIVED IN FIELD BY - 4/19/93 5/17/93 6/14/93

ALL AT ONCE __ PHASED DELIVERY X

PRODUCT MUST ARRIVE AT THE WHOLESALERS FOR TAX STAMPING BY THE DATES ASSIGNED HERE.

SECTION 43 WILL PROVIDE US WITH A SHIPPING LIST BY:

3/22/93 for delivery 4/19/93

4/19/93 for delivery 5/17/93

5/17/93 for delivery 6/14/93

9. COMMENTS - SPECIAL INSTRUCTIONS:

CODE BOTH END FLAPS OF THE WHITE PROMOTIONAL CARTONS:

CAMB. F/F 08HF COUPON

CAMB. UL 100 03JF COUPON

REQUESTED BY Brand DATE 3/08/93

APPROVED BY D. L. Smith DATE 3/09/93

REVISION #1 DATE _____

REVISION #2 DATE _____

2042817623

Source: https://www.industrydocuments.ucsf.edu/docs/xyjm0004